

Message Text

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11

ACTION NEA-10

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R 091105Z SEPT 75
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TO USDOC WASHDC
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AMEMBASSY ISLAMABAD
AMCONSUL KARACHI

UNCLAS LAHORE 1055

COMMERCE PASS EXIMBANK

E.O. 11652: N/A
TAGS: BEXP, PK
SUBJECT: US FIRM WINS CONTRACT FOR EXPANDING JAVEDAN CEMENT PLANT

REF: LAHORE A-4, FEB 75

1. ON SEPT. 5, PAKISTAN STATE CEMENT CORPORATION AND FULLER COMPANY OF CATASAUQUA, PENNSYLVANIA, SIGNED DOLS 14.8 MILLION CONTRACT FOR EXPANSION OF JAVEDAN CEMENT PLANT, KARACHI. FULLER AIDED BY FACT ITS BID WAS LOWEST AND FACT IT RELEASED DOLS 3.5 MILLION OF CONTRACT TOTAL FOR LOCAL FABRICATION BY THE HEAVY MACHINERY COMPLEX (HMC) AT TAXILA.

2. FULLER CURRENTLY NEGOTIATING TO PROVIDE HMC WITH EXCLUSIVE LICENSE TO MANUFACTURE AND SELL FULLER EQUIPMENT IN PAKISTAN, PLUS NON-EXCLUSIVE RIGHTS OUTSIDE PAKISTAN. FULLER BELIEVES INDIGENOUS MANUFACTURE OF ITS EQUIPMENT MAY GIVE IT SUBSTANTIAL ADVANTAGE IN BIDDING FOR ADDITIONAL PIECES OF PAK CEMENT INDUSTRY PLANT EXPANSION PROGRAM. FULLER HAS ALSO SIGNED AGREEMENT TO DO MODERNIZATION STUDY OF STATE CEMENT FACILITIES, INCLUDING MAKING RECOMMENDATIONS RE POSSIBLE WET/DRY CONVERSION AND POSSIBILITY CLOSING DOWN CERTAIN PLANTS.

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3. ACCORDING TO FULLER, NEXT CONTRACT UP FOR AWARD WILL PROBABLY BE 300,000 TON MUSTEKHAM EXPANSION, TO BE FINANCED WITH SAUDI FUNDS. NEW 300,000 TON CAPACITY PLANT AT SPINTANGI (IN WHICH ALLIS-CHALMERS VERY INTERESTED) HAD BEEN PLANNED NEXT BUT APPARENT IRANIAN WITHDRAWAL FROM PROJECT LEAVES ITS FUTURE IN CONSIDERABLE DOUBT. MUSTEKHAM EXPANSION WILL PROBABLY BE FOLLOWED BY NEW 300,000 TON PLANT IN KOHAT. FINANCING FOR KOHAT PLANT NOT YET ARRANGED AND FULLER MAY DISCUSS WITH EXIM BANK. EXIM FINANCING COULD BE IMPORTANT AID IN TURNING PAK CEMENT INDUSTRY FROM TRADITIONAL EUROPEAN SUPPLIERS TO US.

4. WHILE CON GEN WAS NOT INSTRUMENTAL IN CONCLUDING AGREEMENT, WE DID PROVIDE SUBSTANTIAL COMMERCIAL BACKUP ASSISTANCE OVER PAST YEAR AND HALF. USIS PROVIDED PHOTO COVERAGE OF SIGNING WHICH REPORTED LOCAL RADIO AND PRESS.
SPENGLER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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